

**NA Media**  
**2003 Revenue vs 2003 Plan / 2002 YTD Actuals**  
Euro 000's

Regional View	Europe	Americas	Asia Pacific	Global Elimn	Total
2002 Actual		30,112		-	30,112
2003 YTD		47,016		-	47,016
2003 Plan	N/A	105,000	N/A	N/A	105,000

Product View	M&A	Equity	Debt	Loans	Other	Total
2002 Actual	13,754	1,840	9,033	5,727	(242)	30,112
2003 YTD	20,000	25,000	40,000	-	20,000	105,000
2003 Plan	20,000	25,000	40,000	-	20,000	105,000

\* Note: Debt includes High Yield and Investment Grade Bond revenue.

NA Media  
 Client Revenue by Product  
 February 2003 MTD  
 Euros ('000'S)

Client	Divestiture Advisory	Bonds- Corporate High Yield	Leverage Loan Fees	Equity-IPO	Equity- Secondary	Strategic Lending Contracts	Corporate Finance Revenue	Loan Rev per GCIX	Derivatives per GCIX	Total Revenue
AOL Time Warner Inc	-	-	-	-	-	(16)	(16)	-	-	(16)
Carlyle Group (The)	-	(130)	-	-	-	-	(130)	-	-	(130)
General Motors Corporation	-	4,612	-	-	-	-	4,612	-	-	4,612
Gray Television Inc	-	-	-	-	(246)	-	(246)	-	-	(246)
Hicks Muse Tate & Furst Inc	-	-	232	-	-	-	232	-	-	232
MediaNation Inc	-	-	-	(30)	-	-	(30)	-	-	(30)
Tribune Company	433	-	-	-	-	-	433	-	-	433
Viacom Inc	-	-	-	-	-	(54)	(54)	-	-	(54)
							4,801			4,801

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NA Media  
 Client Revenue by Product - Americas  
 February 2003 YTD  
 Euros ('000'S)

	Acquisition Advisory	Divestiture Advisory	Fairness Opinion	Bonds- Corporate High Yield	Loan Syndica- tions	Equity- IPO	Equity- Secondary	Private Placement- Equity	Corp. Investment- Grade	Strategic Lending Contracts	Corporate Finance Revenue	* Loan Rev per GCIX	* Derivatives per GCIX	Total Revenue
ACME Communications Inc	-	579	-	-	-	-	-	-	-	-	579	-	-	579
Allbritton Communications Co	-	-	602	1,472	-	-	-	-	-	-	2,074	-	-	2,074
AOL Time Warner Inc	-	-	-	-	-	-	-	-	-	-32,418	(32)	-	-	(32)
Carlyle Group (The)	-	-	-	(130)	-	-	-	-	-	-	(130)	-	-	(130)
Clear Channel Communications Inc	-	-	-	-	-	-	-	-	85,571	-	86	-	-	86
Comcast Corporation	-	-	-	-	-	-	-	-	136,692	-	137	-	-	137
EchoStar Communications Corp	1,389	-	-	16,408	8,829	-	-	-	-	-	26,626	-	-	26,626
General Motors Corporation	-	-	-	4,612	-	-	-	-	-	-	4,612	-	-	4,612
Gray Television Inc	-	-	-	-	-	-	70,063	-	-	-	70	-	-	70
Hicks Muse Tate & Furst Inc	-	-	-	-	232	-	-	-	-	-	232	-	-	232
iVillage Inc	-	-	-	-	-	-	-	-4,078	-	-	(4)	-	-	(4)
MediaNation Inc	-	-	-	-	-	-29,683	-	-	-	-	(30)	-	-	(30)
RH Donnelley Corp	-	-	-	7,409	4,964	-	-	-	-	-	12,373	-	-	12,373
Sinclair Broadcast Group Inc	-	-	-	89	-	-	-	-	-	-	99	-	-	99
Tribune Company	-	433	-	-	-	-	-	-	-	-	433	-	-	433
Viacom Inc	-	-	-	-	-	-	-	-	-	-108,044	(108)	-	-	(108)
											47,016			47,016

\* Note GCIX Revenue on a two month lag

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Global Media  
Franchise Revenue in Excess of Euro 100k  
Weekly Change (from Mar 5 to Mar 12)

Deal	Product	Probability	Region	Actual		Pipeline					Comments
				Feb	Mar	Feb	Mar	Apr	May	Jun	
AOL Time Warner - CONFIDENTIAL (1H 03) (D030716)	Block Trade	75.00	Americas	0	0	0	0	0	0	23,876	
AOL Time Warner - CONFIDENTIAL (1H 03) (D030716)	Block Trade	0.00	Americas	0	0	0	0	0	0	23,810	
Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronx (D018359)	Divestiture Advisory	50.00	Europe	0	0	0	1,000	0	1,000	0	
Comcast - acq Ineq for AT&T Broadcast (participant bank) (D020813)	Senior Bank Debt	50.00	Americas	0	0	0	1,640	0	0	0	
Sinclair Broadcasting - bank financing (3Q 02) (D021682)	Senior Bank Debt	0.00	Americas	0	0	0	2,733	0	0	0	

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12-MAR-2003**  
**EUROS IN 000's**  
**GLOBAL MEDIA (1)**

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	BM/PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Probability Weighted Pipeline	2003 Full Year Forecast	2003 Full Year Plan	2003 Full Year Plan	Future Year Pipeline Probability Weighted(2)	Future Year Pipeline(2)
M&A	595	3,003	14,129	(11,126)	-	55,654	7,599	10,592	35,000	(24,408)	-	29
Other Advisory	-	-	-	-	-	59	29	29	-	20	-	15
Total Advisory	595	3,003	14,129	(11,126)	-	55,713	7,618	10,621	35,000	(24,378)	-	29
ABL Origination	4,482	34,501	7,908	26,596	-	8,989	1,678	36,179	-	-	-	-
HYCM	232	14,025	5,727	8,298	-	15,039	9,490	23,505	-	35,179	-	-
Loan Syndications	-	-	-	-	-	-	-	-	-	23,505	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	4,714	48,526	13,632	34,893	-	23,948	11,158	59,684	36,000	3,684	-	-
Equity Underwriting	(276)	305	5,479	(5,174)	-	63,164	7,875	8,180	-	8,180	-	-
Private Placement-Equity	-	(4)	(1)	(3)	-	-	-	(4)	-	(4)	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	(276)	301	5,478	(5,177)	-	63,164	7,875	8,176	65,000	(55,324)	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	222	1,127	(605)	-	-	-	222	-	222	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	(70)	(140)	(242)	102	-	-	-	(140)	-	(140)	-	-
Total Legacy Portfolios / Cross Selling / Other	(70)	82	886	(804)	-	-	-	82	30,000	(29,818)	-	-
Total Corporate Finance Product	4,953	51,912	34,125	17,787	-	142,825	28,651	78,653	180,000	(101,437)	-	15

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12-MAR-2003  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
	Acme Communications - general advisory (D006356)	-	579	-	None
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	602	-	NA Lev Fin
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	1,389	-	NA FIN SPO, NA Lev Fin
	StoryFirst - valuation of Russian assets (D025060)	162	0	-	None
	Tribune Co - general advisory (radio assets) (D002234)	433	433	-	None
<b>Total M&amp;A</b>		<b>595</b>	<b>3,003</b>	-	
<b>Total Advisory</b>		<b>595</b>	<b>3,003</b>	-	
	Allbritton Communications - HY Offering (1Q03) (D030214)	-	1,472	-	NA Lev Fin
	Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase I (D023503)	(130)	(130)	-	NA FIN SPO, NA Lev Fin
	DirectTV - bank/HY financing (1Q 03) (D030500)	4,612	4,612	-	NA Lev Fin
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	16,408	-	NA FIN SPO, NA Lev Fin
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	7,409	-	NA Lev Fin
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	-	99	-	None
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	-	4,630	-	EUR SPON, NA FIN SPO, NA Lev Fir
<b>Total HYCM</b>		<b>4,482</b>	<b>34,501</b>	-	
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	8,829	-	NA FIN SPO, NA Lev Fin
	Lin TV - bank financing (1Q 03) (D030158)	232	232	-	NA FIN SPO
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	4,964	-	NA Lev Fin
<b>Total Loan Syndications</b>		<b>232</b>	<b>14,025</b>	-	
<b>Total Debt Products</b>		<b>4,714</b>	<b>48,526</b>	-	
	Gray Television - bank/equity financing (4Q 02) (D022657)	(246)	70	-	NA Lev Fin
	MediaNation - Sponsoring Agreement (D027084)	(30)	(30)	-	ASIA SPON, CHINA
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	-	74	-	GERMANY
	Vivendi Universal - mandatory convertible bond (D026623)	-	190	-	None
<b>Total Equity Underwriting</b>		<b>(276)</b>	<b>305</b>	-	
	Village mtn (M1575)	-	(4)	-	None
<b>Total Private Placement-Equity</b>		-	(4)	-	
<b>Total Equity</b>		<b>(276)</b>	<b>301</b>	-	
	Clear Channel - IG Bond (M5002)	-	86	-	None
	Comcast Corp - IG offering (1Q 03) (D026353)	-	137	-	Global Media (as of Mar 12).xls

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12-MAR-2003  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
Total GM DCM JV		-	222	-	
	AOL Time Warner - Strategic Lending Contract (M4545)	(16)	(32)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(54)	(108)	-	None
Total Principal Investing / PE Exceptions / Other		(70)	(140)	-	
Total Legacy Portfolios / Cross Selling / Other		(70)	82	-	
Total Corporate Finance Product		4,863	51,912	-	

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FRANCHISE - PIPELINE BY DEAL  
AS OF: 12-MAR-2003  
EUKOS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value					Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
			Mar	Apr	May	Jun					
Total M&A	Acme Communications - general advisory (D026356)	75	-	340	-	-	-	-	-	340	255
	BC Partners - acqn advisory of Bertelsmann-Springer (Chess) / Chess "" (D024763)	0	-	-	-	5,000	-	-	-	6,000	-
	Booster & Hawkes - divestiture advisory/difference & refinancing / Bronze (D016359)	50	1,000	-	1,000	-	-	-	-	2,000	1,000
	BusinessWire - general advisory (D005595)	25	-	-	-	-	-	4,082	-	4,082	1,020
	Deutsche Telekom - Sale options for 15% stake in SES (D011449)	0	-	-	-	-	-	6,000	-	6,000	-
	Digital - sell-side advisory (D025150)	25	-	-	-	-	-	3,000	-	3,000	750
	Digital - sell-side advisory (D025150)	100	-	-	-	-	-	100	-	100	100
	Electronic Arts - general advisory (VUE Games) (D026937)	0	-	-	-	-	-	5,442	-	5,442	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	0	-	-	-	-	-	11,020	-	11,020	-
	JCDecaux - acquisition advisory - Project Daeleus / Daeleus (D022235)	25	-	-	4,600	-	-	4,082	-	4,600	1,125
Total Other Advisory	Parson plc - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	0	-	-	-	-	-	5,000	-	5,000	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	-	4,000	-	4,000	1,000
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	25	-	-	-	-	-	-	-	1,088	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025085)	100	1,088	-	-	-	-	-	-	1,088	-
			2,088	340	5,500	5,000	6,000	42,728	-	55,654	7,593
	Mediation - Sponsoring Agreement (D027084)	50	-	-	-	29	29	29	29	87	44
			-	-	-	-	-	29	-	87	44
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
Total Advisory	Albion Communications - acq financing for Fisher Commun (D027037)	0	-	-	-	-	-	-	-	-	-
	Caryle/Welsh - acq finc for Quest Dax West(Phase II) / Phase 2 (D025862)	25	-	-	2,177	-	-	-	-	2,177	-
			-	-	-	6,712	-	-	-	6,712	-
			-	-	2,177	6,712	-	-	-	8,889	1,578
			-	-	-	-	-	-	-	-	-
	Caryle/Welsh - acq finc for Quest Dax West(Phase II) / Phase 2 (D025862)	25	-	-	-	-	-	5,442	-	5,442	-
	DirectTV - bench/HY financing (1Q 03) (D030500)	75	4,989	-	-	-	-	-	-	4,989	1,361
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versallies (D025085)	100	3,628	-	-	-	-	-	-	3,628	3,741
	Vivendi Universal Entertainment - Refinancing (D025569)	75	1,000	-	-	-	-	-	-	1,000	750
			9,617	-	-	-	-	6,442	-	16,059	5,480
Total Loan Syndications			9,617	-	-	-	-	6,442	-	16,059	5,480
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
Total Debt Products	AOL Time Warner - CONFIDENTIAL (1H 03) (D030716)	0	-	-	-	-	23,810	-	-	23,810	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	-	15,000	-	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	-	-	2,900	-	-	2,900	1,875
	Citadel Broadcasting - IPO (D023096)	0	-	-	-	-	-	2,721	-	2,721	-
	Salem Communications - secondary offering (3Q 02) (D024428)	0	-	-	-	-	-	1,134	-	1,134	-
	SES Global - 4700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hunter) / Hunter - * (D022792)	0	-	-	-	10,000	-	-	-	10,000	-
			-	-	-	51,310	-	11,865	-	63,164	7,875
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
Total Equity Underwriting			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
Total Equity			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
Total Corporate Finance Product			11,703	340	7,677	63,061	63,061	80,982	28	142,864	28,668
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-	-
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			-	-	-	-	-	-	-	-	-

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
 2003-03-12 (Wed)  
 EUROS IN 000'S  
 Global Media

BANKER	DEAL	PRODUCT	PROB	FEB FRANCHISE VALUE	YTD FEB FRANCHISE VALUE	MAR FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Equity-IP0	0%	-	-	-	10,000	-
Morris, J L Malcom	ACL Time Warner - CONFIDENTIAL (1H 03) (D030716)	Block Trade	0%	-	-	-	23,810	-
Paul, Gregory R.	Acme Communications - general advisory (D006356) Acme Communications - general advisory (D006356) Lin TV - bank financing (1Q 03) (D030158)	Divestiture Advisory Divestiture Advisory Senior Bank Debt	75% N/A N/A	- 578 232	- 578 232	- - -	340 - -	- - -
Thun-Hohenstein, Christian	Deutsche Telekom - Sale options for 10% stake in SES (D011449) Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) Vivendi Universal - mandatory convertible bond (D026623) Vivendi Universal Entertainment - Refinancing (D025568)	Divestiture Advisory Acquisition Advisory Equity-Secondary Bridge Loans	0% 25% N/A 75%	- - 160 -	- - 160 -	- - -	6,000 4,000 1,000	- - -
Triffo, Dyan	BusinessWire - general advisory (D005665)	Divestiture Advisory	25%	-	-	-	4,082	-
Yung, Sun J.	Comcast Corp - IG offering (1Q 03) (D026353)	Bonds-Corp. Investment Grade	N/A	-	137	-	-	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY  
AS OF 12/31/2003  
EUROS IN 000'S  
VIA MEDIA (1)

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	BW PRIOR YTD Franchise Revenue	% Change Year Over Year	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Est Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Actual	Bi(W) 2002 Full Year Actual	% Change 2003 Full Year Forecast over 2002 Full Year Actual	2003 Full Year Plan	Bi(W) 2003 Full Year Plan
M&A	433	3,003	13,764	(10,761)	-78%	-	16,531	2,364	5,497	23,370	(18,000)	-77%	20,000	(14,533)
Other Advisory	-	-	-	-	-	-	59	29	29	-	29	-	-	-
Total Advisory	433	3,003	13,764	(10,761)	-78%	-	16,589	2,393	5,526	23,370	(17,971)	-77%	20,000	(14,504)
ABL Origination	-	-	-	-	-	-	-	-	-	-	-	-	-	-
MYCM	4,482	29,871	7,908	21,965	278%	-	8,889	1,678	31,549	18,730	12,819	89%	-	-
Loan Syndications	232	14,025	5,727	8,298	145%	-	15,059	9,460	23,505	13,632	9,873	70%	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	4,714	43,896	13,632	30,263	227%	-	23,948	11,168	55,054	32,662	22,492	69%	40,000	15,054
Equity Underwriting	(276)	40	1,841	(1,801)	-98%	-	27,064	-	40	30,454	(30,414)	-100%	-	-
Private Placement-Equity	-	(4)	(1)	(3)	286%	-	-	-	(4)	908	(912)	-100%	-	-
Structured Equity Transactions Group	(276)	36	1,840	(1,804)	-98%	-	27,064	-	36	31,362	(31,326)	-100%	20,000	(24,964)
Total Equity	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	222	1,127	(905)	-80%	-	-	-	222	2,858	(2,634)	-92%	-	-
Legacy PE / Telecom / LA Portfolio - NIM	(70)	(140)	(242)	102	-42%	-	-	-	(140)	(1,189)	1,059	-88%	-	-
Principal Investing / PE Exceptions / Other	(70)	82	685	(604)	-81%	-	-	-	82	1,467	(1,475)	-99%	20,000	(19,918)
Total Legacy Portfolios / Gross Selling / Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Corporate Finance Product	4,401	47,018	30,112	16,905	56%	-	68,201	13,531	80,568	38,952	(28,384)	-32%	105,000	(44,402)

Notes:

1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals

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**FRANCHISE - REVENUE BY DEAL**  
**AS OF: 12-MAR-2003**  
**EUROS IN '000'S**  
**NA MEDIA**

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
	Acme Communications - general advisory (D006356)	-	579	-	None
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	602	-	NA Lev Fin
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	1,389	-	NA FIN SPO, NA Lev Fin
	Tribune Co - general advisory (radio assets) (D002234)	433	433	-	None
<b>Total M&amp;A</b>		<b>433</b>	<b>3,003</b>	-	
<b>Total Advisory</b>		<b>433</b>	<b>3,003</b>	-	
	Albritton Communications - HY Offering (1Q03) (D030214)	-	1,472	-	NA Lev Fin
	Carlyle/Welsh - acq frncg for Qwest Dex East (Phase 1) / Phase I (D023503)	(130)	(130)	-	NA FIN SPO, NA Lev Fin
	DirectTV - bank/HY financing (1Q 03) (D030500)	4,612	4,612	-	NA Lev Fin
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	16,408	-	NA FIN SPO, NA Lev Fin
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	7,409	-	NA Lev Fin
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	-	99	-	None
<b>Total HYCM</b>		<b>4,482</b>	<b>29,871</b>	-	
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	8,829	-	NA FIN SPO, NA Lev Fin
	Lin TV - bank financing (1Q 03) (D030158)	232	232	-	NA FIN SPO
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	-	4,964	-	NA Lev Fin
<b>Total Loan Syndications</b>		<b>232</b>	<b>14,025</b>	-	
<b>Total Debt Products</b>		<b>4,714</b>	<b>43,895</b>	-	
	Gray Television - bank/equity financing (4Q 02) (D022657)	(246)	70	-	NA Lev Fin
	MediaNation - Sponsoring Agreement (D027084)	(30)	(30)	-	ASIA SPON, CHINA
<b>Total Equity Underwriting</b>		<b>(276)</b>	<b>40</b>	-	
	Village mtn (M1575)	-	(4)	-	None
<b>Total Private Placement-Equity</b>		-	<b>(4)</b>	-	
<b>Total Equity</b>		<b>(276)</b>	<b>35</b>	-	
	Clear Channel - IG Bond (M5002)	-	86	-	None
	Comcast Corp - IG offering (1Q 03) (D026353)	-	137	-	None
<b>Total GM DCM JV</b>		-	<b>222</b>	-	

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12-MAR-2003  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
	AOL Time Warner - Strategic Lending Contract (M4545)	(16)	(32)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(54)	(108)	-	None
	Total Principal Investing / PE Exceptions / Other	(70)	(140)	-	
	Total Legacy Portfolios / Cross Selling / Other	(70)	82	-	
	Total Corporate Finance Product	4,801	47,016	-	

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FRANCHISE - PIPELINE BY DEAL  
AS OF 12-MAR-2003  
EUROS IN 000'S  
"NAME"

		Franchise Value						Franchise Revenue		Probability Weighted Pipeline	
PRODUCT	DEAL	PROBABILITY	Mar	Apr	May	Jun	Balance Of Year 2003	Future Years	Total	Weighted Pipeline	
Total M&A	Acme Communications - general advisory (D005356)	75	-	340	-	-	-	-	340	255	
	BusinessWire - general advisory (D005885)	25	-	-	-	-	4,082	-	4,082	1,020	
	Ernst Communications - general advisory (Project Football) / Football (D026447)	0	-	-	-	-	11,020	-	11,020	-	
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025066)	100	1,088	-	-	-	-	-	1,088	1,088	
			1,088	340	-	-	16,102	-	16,531	2,394	
Total Other Advisory	MediaNation - Sponsoring Agreement (D027084)	50	-	-	-	29	29	29	87	44	
			-	-	-	29	29	-	87	44	
Total Advisory			1,088	340	-	29	16,131	29	16,518	2,408	
Total HYCM	Albion Communications - acq financing for Fisher Commun (D027037)	0	-	-	2,177	-	-	-	2,177	1,678	
	Carlyle/Miden - acq financing for West Der West(Phase II) / Phase 2 (D025662)	25	-	-	-	6,712	-	-	6,712	1,678	
			-	-	2,177	6,712	-	-	8,889	1,678	
Total Loan Syndications	Carnegie/Melch - acq incg for Qwest Dex West(Phase II) / Phase 2 (D025652)	25	-	-	-	-	5,442	-	5,442	1,361	
	DirectTV - bank/HY financing (1Q 03) (D030507)	75	4,889	-	-	-	-	-	4,889	3,741	
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025066)	100	3,628	-	-	-	-	-	3,628	3,628	
	Vivendi Universal Entertainment - Refinancing (D025558)	75	1,000	-	-	-	-	-	1,000	750	
			9,517	-	-	-	5,442	-	15,059	9,480	
Total Debt Products			9,517	-	2,177	6,712	5,442	-	23,948	11,158	
Total Equity Underwriting	AOL Time Warner - CONFIDENTIAL (TH 03) (D030716)	0	-	-	-	23,910	-	-	23,910	-	
	Citadel Broadcasting - IPO (D023069)	0	-	-	-	-	2,721	-	2,721	-	
	Salem Communications - secondary offering (3Q 02) (D024425)	0	-	-	-	-	1,134	-	1,134	-	
Total Equity			-	-	-	23,910	3,855	-	27,854	-	
			-	-	-	23,910	3,855	-	27,854	-	
Total Corporate Finance Product			10,766	340	2,177	30,661	24,428	29	68,230	13,598	

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2003-03-12 (Wed)**  
**EUROS IN 000'S**  
**NA Media**

BANKER	DEAL	PRODUCT	PROB	FEB FRANCHISE VALUE	YTD FEB FRANCHISE VALUE	MAR FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Chattel Broadcasting - IPO (D0230566)	Equity-IPO	0%	-	-	-	2,721	-
	DirectTV - bank/HY financing (1Q 03) (D030500)	Bonds-Corporate High Yield	N/A	4,612	4,612	-	-	-
	DirectTV - bank/HY financing (1Q 03) (D030500)	Senior Bank Debt	75%	-	-	-	4,989	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	N/A	-	1,389	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	Bonds-Corporate High Yield	N/A	-	16,408	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	Senior Bank Debt	N/A	-	8,829	-	-	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	0%	-	-	-	11,020	-
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	Bonds-Corporate High Yield	N/A	-	99	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Acquisition Advisory	100%	-	-	-	1,088	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Bonds-Corporate High Yield	N/A	-	4,830	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Senior Bank Debt	100%	-	-	-	3,628	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	-	-	1,000	-
	Carlyle/Welsh - acq Inqg for Quest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	6,712	-
	Carlyle/Welsh - acq Inqg for Quest Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	5,442	-
Carey, Charles	Carlyle/Welsh - acq Inqg for Quest Dex East (Phase I) / Phase 1 (D023503)	Bonds-Corporate High Yield	N/A	(130)	(130)	-	-	-
	Citadel Broadcasting - IPO (D023066)	Equity-IPO	0%	-	-	-	2,721	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	0%	-	-	-	11,020	-
	MediaNation - Sponsoring Agreement (D027084)	Consultancy Advisory	50%	-	-	-	58	29
	MediaNation - Sponsoring Agreement (D027084)	Equity-IPO	N/A	(30)	(30)	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	N/A	-	7,409	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	N/A	-	4,964	-	-	-
	Albritton Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	N/A	-	602	-	-	-
	Albritton Communications - HY Offering (1Q03) (D030214)	Bonds-Corporate High Yield	N/A	-	1,472	-	-	-
	Albritton Communications - acq financing for Fisher Commun (D027037)	Bonds-Corporate High Yield	0%	-	-	-	2,177	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Equity-Secondary	N/A	(248)	70	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024426)	Equity-Secondary	0%	-	-	-	1,134	-
	Tribune Co - general advisory (radio assets) (D002234)	Divestiture Advisory	N/A	433	433	-	-	-
	AOL Time Warner - CONFIDENTIAL (1H 03) (D030716)	Block Trade	0%	-	-	-	23,810	-
Morris, J L Malcolm	Acme Communications - general advisory (D006356)	Divestiture Advisory	75%	-	-	-	340	-
	Acme Communications - general advisory (D006356)	Divestiture Advisory	N/A	-	579	-	-	-
	Lin TV - bank financing (1Q 03) (D030156)	Senior Bank Debt	N/A	232	232	-	-	-
Paul, Gregory R.	BusinessWire - general advisory (D005655)	Divestiture Advisory	25%	-	-	-	4,082	-
	Comcast Corp - IG offering (1Q 03) (D026353)	Bonds-Corp. Investment Grade	N/A	-	137	-	-	-
Tiffo, Dyan								
Yung, Sun J.								

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 12-MAR-2003**  
**EUROS IN 000'S**  
**EUROPE MEDIA (1)**

PRODUCT	Feb Franchise Revenue	YTD(Feb) Franchise Revenue	Prior YTD Franchise Revenue	BW PRIOR YTD Franchise Revenue	Mar Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Year Probability Weighted Pipeline	2003 Full Year Forecast	2003 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	162	-	375	(375)	-	40,212	6,313	6,313	15,000	-	-
Other Advisory	162	-	375	(375)	-	40,212	6,313	6,313	15,000	-	-
Total Advisory	-	-	-	-	-	-	-	-	-	-	-
ABL Origination	-	4,630	-	4,630	-	-	-	4,630	-	-	-
HYCM	-	-	-	-	-	-	-	-	4,378	-	-
Loan Syndications	-	-	-	-	-	4,028	4,378	4,378	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	4,630	-	4,630	-	4,628	4,378	9,009	(891)	-	-
Equity Underwriting	-	285	-	(3,373)	-	35,500	7,875	8,140	-	-	-
Private Placement-Equity	-	-	3,638	-	-	-	-	-	8,140	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-
Total Equity	-	285	3,638	(3,373)	-	35,500	7,875	8,140	-	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	-	-	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	-	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Gross Selling / Other	-	-	-	-	-	-	-	-	-	-	-
Total Corporate Finance Product	162	4,935	4,013	882	-	80,340	18,567	23,462	10,000	(10,000)	-
									75,000	(51,538)	-

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL  
AS OF: 12-MAR-2003  
EUROS IN '000'S  
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Feb	Franchise Revenue YTD(Feb)	Franchise Revenue Mar	Other Coverage Groups
	StoryFirst - valuation of Russian assets (D025060)	162	0	-	None
Total M&A		162	0	-	
Total Advisory		162	0	-	
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	-	4,630	-	EUR SPON, NA FIN SPO, NA Lev Fir
Total HYCM		-	4,630	-	
Total Debt Products		-	4,630	-	
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	-	74	-	GERMANY
	Vivendi Universal - mandatory convertible bond (D026623)	-	190	-	None
Total Equity Underwriting		-	265	-	
Total Equity		-	265	-	
Total Corporate Finance Product		162	4,895	-	

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FRANCHISE PIPELINE BY DEAL  
AS OF 12 MAR 2003  
EUROS IN 000'S  
EUROPE MEDIA

PRODUCT	DEAL	PROBABILITY	Mer	Apr	May	Jun	Balance Of Year 2003	Future Years	Franchise Value	
									Franchise Revenue Total	Probability Weighted Pipeline
Total M&A	BC Partners - acq advisory of BertelsmannSpringer (Chess) / Chess ** (D024783)	0	-	-	-	5,000	-	-	5,000	-
	Bossey & Hewkes - divestiture advisory/defence & refinancing / Bronze (D015359)	90	1,000	-	1,000	-	-	-	2,000	1,000
	Deutsche Telekom - Sale options for 18% stake in SES (D011448)	0	-	-	-	-	6,000	-	6,000	-
	Digiturk - sell-side advisory (D026150)	25	-	-	-	-	3,000	-	3,000	750
	Digiturk - sell-side advisory (D026150)	100	-	-	-	-	100	-	100	100
	Electronic Arts - general advisory (VUE Games) (D023937)	0	-	-	-	-	5,442	-	5,442	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022236)	25	-	-	4,500	-	-	-	4,500	1,126
	Person plc - strategic advisory re Interactive Data Corp (D026966)	0	-	-	-	-	4,082	-	4,082	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023812)	25	-	-	-	-	5,000	-	5,000	1,250
	Taylor & Francis - put acq of Blackwell STM publishing subs (D012672)	25	-	-	-	-	4,000	-	4,000	1,000
Total M&A	THLear/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versalles (D025086)	100	1,088	-	-	-	-	-	1,088	1,088
		2,088	-	-	6,500	5,000	27,624	-	40,212	6,313
<b>Total Advisory</b>										
Total Loan Syndications	THLear/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versalles (D025086)	100	3,628	-	-	-	-	-	3,628	3,628
	Vivendi Universal Entertainment - Refinancing (D025535)	75	1,000	-	-	-	-	-	1,000	750
		4,628	-	-	-	-	-	-	4,628	4,378
<b>Total Debt Products</b>										
Total Equity Underwriting	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	15,000	-	-	15,000	-
	BSkyB - GBP 200 million convertible bond (D020286)	75	-	-	-	2,500	-	-	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard / Gerard (D013535)	75	-	-	-	-	8,000	-	8,000	6,000
	Texas Pacific Group - IPO (Hurter) / Hurter - (D022792)	0	-	-	-	10,000	-	-	10,000	-
<b>Total Equity</b>										
Total Corporate Finance Product		-	-	-	-	27,500	8,000	-	35,500	7,875
		6,717	-	-	5,500	27,500	8,000	-	36,500	7,875
<b>Total Corporate Finance Product</b>										
									80,340	16,867

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**FRANCHISE - REVENUE & PIPELINE BY MD & OR**  
**2003-03-12 (Wed)**  
**EUROS IN 000'S**  
**Europe Media**

BANKER	DEAL	PRODUCT	PROB	FEB FRANCHISE VALUE	YTD FEB FRANCHISE VALUE	MAR FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	BC Partners - acqn advisory of BertelsmannSpringer (Chass) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	5,000	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Acquisition Advisory	100%	-	-	-	1,088	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Bonds-Corporate High Yield	N/A	-	4,630	-	-	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Senior Bank Debt	100%	-	-	-	3,628	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	0%	-	-	-	15,000	-
	BC Partners - acqn advisory of BertelsmannSpringer (Chass) / Chess ** (D024783)	Acquisition Advisory	0%	-	-	-	5,000	-
	BSkyB - GBP 200 million convertible bond (D020298)	Equity-Convertible Bonds	75%	-	-	-	2,300	-
	Boosey & Hawkes - divestiture advisory/defense & refinancing / Bronze (D015359)	Divestiture Advisory	50%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011448)	Divestiture Advisory	0%	-	-	-	6,000	-
Lovegrove, Stephen	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	100	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	3,000	-
	Electronic Arts - General Advisory (VUE Games) (D025937)	Acquisition Advisory	0%	-	-	-	5,442	-
	JCDreux - acquisition advisory - Project Daedalus / Daedalus (D022235)	Acquisition Advisory	25%	-	-	-	4,500	-
	Pearson pic - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	4,082	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	5,000	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	Equity-IPO	75%	-	74	-	8,000	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Equity-IPO	N/A	-	-	-	1,088	-
	TH Lee/Bain/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versailles (D025086)	Bonds-Corporate High Yield	100%	-	4,630	-	3,628	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Senior Bank Debt	100%	-	-	-	4,000	-
MacInnes, Bruce	Digiturk - sell-side advisory (D025150)	Acquisition Advisory	25%	-	-	-	100	-
	Digiturk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	3,000	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	5,000	-
	StoryFirst - valuation of Russian assets (D025060)	Valuation	N/A	162	-	-	-	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Equity-IPO	0%	-	-	-	10,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011448)	Divestiture Advisory	0%	-	-	-	6,000	-
	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	Acquisition Advisory	25%	-	-	-	4,000	-
	Vivendi Universal - mandatory convertible bond (D026823)	Equity-Secondary	N/A	-	180	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	-	-	1,000	-
	Thun-Hohenstein, Christian							

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